

ITINERARY

Monday, June 13 - Paris

- Paris Air Show
- Open Washington Pavilion
- Aerospace meetings
- Media interviews

Tuesday, June 14 - Paris to Frankfurt/Mainz

- Tourism promotion event
- Return to Paris Air Show
- Aerospace meetings
- Depart for Frankfurt

Wednesday, June 15 - Mainz

- Investment promotion seminar
- Media interviews
- Bio-medical showcase

Thursday, June 16 - Frankfurt to London

- Tourism promotion event in Frankfurt
- Biotech meetings
- Travel trade press luncheon
- Meeting with Chairman of Frankfurt Chamber of Commerce
- Depart for London

FRIDAY, JUNE 17 - LONDON

- Tourism promotion event
- Aerospace Meeting

- Meeting with UK Minister for Energy/Environment

DELEGATES - PARIS

Government:

Chris Gregoire, Governor

Mike Gregoire, First Gentleman

Michelle Gregoire, Governor's Office

Juli Wilkerson, Director, Department of Community, Trade & Economic Development (CTED)

Lisa Brown, Senate Majority Leader, Washington State Senate

Aaron Reardon, Snohomish County Executive (France and Germany only)

Linda Strout, Deputy Chief Executive Officer, Port of Seattle

Brent Heinemann, Director, International Relations & Protocol, Governor's Office

Larry Williams, Assistant Director, International Trade Division, CTED

Victor Vasquez, Assistant Director, Economic Development Division, CTED

Michelle Zahrlly, Communications Director, CTED

Bill King, Aerospace & Marine Industries Program Director, CTED

Kathleen Sebastian, Research and Special Projects Manager, International Trade Division, CTED

Dominique Gervais, Director, Washington State Tourism Office, Paris

Benny Hamilton, Washington State Patrol

David Putnam, Washington State Patrol

Dan Tindall, Washington State Patrol

Business:

Dr. Sudesh S. Kothari, President & CEO, Creative Gene Therapeutics Corp.

Theresa Sanders, Executive Vice President, Spokane Area Economic Dev. Council

Gene Vosberg, President & CEO, Washington Restaurant Association

Governor Gregoire's 2005 Trade Mission to France, Germany & United Kingdom

Donald Welsh, President & CEO, Seattle's Convention & Visitors Bureau

Erick Rabins, President, Dentigenix, Inc.

Deborah Knutson, President, Snohomish County Economic Development Council

Paris Air Show Washington State Pavilion Exhibitors:

Caroline Spira, Executive Director, Grant County Economic Development Council:

Todd S. Woodward, Director, Marketing/Public Relations, Spokane International Airport

Surinder Lamba, President, Apache Aerospace

Randy McCormack, Director of Programs, Exotic Metal Forming

Bennie Teal, President, Nova Tech Engineering

Other Washington State Exhibitors:

Alan Mulally, CEO, Boeing Commercial Airplanes

Robert Cremin, Chairman & Chief Executive Officer (Esterline), Esterline Technologies,
including Korry Electronics

Steven Hintzke, President & CEO, IDD Aerospace

MAINZ - DELEGATES

Government:

Chris Gregoire, Governor

Mike Gregoire, First Gentleman

Michelle Gregoire, Governor's Office

Juli Wilkerson, Director, Department of Community, Trade & Economic Development (CTED)

Lisa Brown, Senate Majority Leader, Washington State Senate

Aaron Reardon, Snohomish County Executive

Linda Strout, Deputy Chief Executive Officer, Port of Seattle

Brent Heinemann, Director, International Relations & Protocol, Governor's Office

Larry Williams, Assistant Director, International Trade Division, CTED

Governor Gregoire's 2005 Trade Mission to France, Germany & United Kingdom

Victor Vasquez, Assistant Director, Economic Development Division, CTED

Michelle Zahrlly, Communications Director, CTED

Kathleen Sebastian, Research and Special Projects Manager, International Trade Division, CTED

Thomas Furbringer, Washington State Germany Trade Representative, Mainz

Anja Kathrina Herzberg, Washington State Office, Mainz

Olaf Amm, Washington State Office, Mainz

Benny Hamilton, Washington State Patrol

David Putnam, Washington State Patrol

Dan Tindall, Washington State Patrol

Business:

Dr. Sudesh S. Kothari, President & CEO, Creative Gene Therapeutics Corp.

Theresa Sanders, Executive Vice President, Spokane Area Economic Dev. Council

Gene Vosberg, President & CEO, Washington Restaurant Association

Donald Welsh, President & CEO, Seattle's Convention & Visitors Bureau

Erick Rabins, President, Dentigenix, Inc.

Deborah Knutson, President, Snohomish County Economic Development Council

Todd Brainard, International Marketing Manager, Vertis Neuroscience

Dr. Winfried Haumesser, head of global manufacturing, Schering AG

LONDON - DELEGATES

Government:

Chris Gregoire, Governor

Mike Gregoire, First Gentleman

Michelle Gregoire, Governor's Office

Juli Wilkerson, Director, Department of Community, Trade & Economic Development (CTED)

Governor Gregoire's 2005 Trade Mission to France, Germany & United Kingdom

Lisa Brown, Senate Majority Leader, Washington State Senate

Linda Strout, Deputy Chief Executive Officer, Port of Seattle

Brent Heinemann, Director, International Relations & Protocol, Governor's Office

Larry Williams, Assistant Director, International Trade Division, CTED

Victor Vasquez, Assistant Director, Economic Development Division, CTED

Michelle Zahrlly, Communications Director, CTED

Kathleen Sebastian, Research and Special Projects Manager, International Trade Division, CTED

Benny Hamilton, Washington State Patrol

David Putnam, Washington State Patrol

Dan Tindall, Washington State Patrol

Business:

Dr. Sudesh S. Kothari, President & CEO, Creative Gene Therapeutics Corp.

Theresa Sanders, Executive Vice President, Spokane Area Economic Dev. Council

Gene Vosberg, President & CEO, Washington Restaurant Association

Donald Welsh, President & CEO, Seattle's Convention & Visitors Bureau

Erick Rabins, President, Dentigenix, Inc.

Deborah Knutson, President, Snohomish County Economic Development Council

Jim Finnell, Chief Executive Officer, Prepared Response, Inc.

Ralph Munro, Board Member, Prepared Response, Inc., and Board Member, VoteHere

Jim Adler, President, VoteHere

George Smith, European Director, Washington State Apple Commission

WHY EUROPE

Europe is an important trading partner for Washington State. The mission will focus on France, Germany, and the United Kingdom (UK), countries with whom we have a well-established trade history and continued growth potential. The significance of the European market to our state is illustrated by the following:

Governor Gregoire's 2005 Trade Mission to France, Germany & United Kingdom

France, Germany and the UK are all important trade partners of Washington State. In 2004, total exports to the three countries exceeded \$2.8 billion. Aircraft, machinery, computer and medical equipment, and seafood are among our businesses' top exports to these countries.

The mission coincides with the biennial Paris Air Show, the world's largest and most comprehensive aerospace trade event of its kind. The show affords our companies the opportunity to speak face-to-face with leading industry decision-makers. Having a presence at the Air Show is very important to the state's position as a premiere aerospace center.

Germany is the largest economy of the EU and the gateway to the growth markets of Central and Eastern Europe. The country produces 29 percent of the EU's gross national product and is the banking center of Europe. The mission will visit Frankfurt and Mainz, two cities with significant potential for the bio-medical, information technology, and industrial machinery sectors, all important sectors in Washington State.

France, Germany and the UK rank in the top six countries with overseas visitors to Washington — in 2002, we received more than 80,000 tourists from these three nations. These countries continue to exhibit market strength in contributing to the overall traveler spending of \$11.6 billion per year from all markets.

Visitors from the United Kingdom were second in number only to Japanese tourists to the state and most likely among European travelers to arrive to the U.S. via Seattle. Eighty-seven percent of French travelers reported Washington as their main U.S. destination. The French, along with British, have the highest proportion of retired travelers, a lucrative market due to the likelihood for lengthier stays and higher discretionary spending.

The abundance of travelers from Germany and the United Kingdom might be explained, in part, by their propensity to visit national parks, camp and hike, and take guided tours. All of these recreational opportunities figure among Washington's top attractions.